

THE MANUFACTURING CONFECTIONER

Pioneer Specialized Publication for Confectionery Manufacturers

PLANT MANAGEMENT, PRODUCTION METHODS, MATERIALS, EQUIPMENT, PURCHASING, SALES, MERCHANDISING

Vol. XXI No. 9

September, 1941

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SUBSCRIPTION PRICE: ONE YEAR, \$3.00
TWO YEARS, \$5.00 PER COPY, 35c

Entered as Second Class Matter at the Post Office
at Pontiac, Illinois, under the act of March 3, 1879.
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PUBLISHED MONTHLY ON THE 15TH BY

THE MANUFACTURING CONFECTIONER PUBLISHING COMPANY

Publishers of

THE MANUFACTURING CONFECTIONER - CANDY PACKAGING - THE CONFECTIONERY BUYERS DIRECTORY

Publication Office: Pontiac, Illinois

Executive Office
400 West Madison St. (Daily News Bldg.)
Chicago, Illinois, Telephone Franklin 6369



Eastern Office
71 West 23rd St., New York City, N. Y.
Telephone . . . Gramercy 5-5958

for September, 1941

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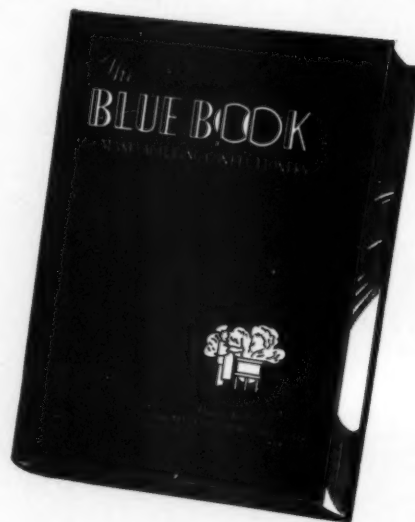
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Mario A. Gianini
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3

Dehumidification - -

Candy plant case histories

by HARRY W. SMITH, Jr.
American Gas Association

In Part I, Mr. Smith described plant and operating conditions requiring dehumidification. Herewith and in Part III (to follow), he brings data from actual installations. Written exclusively for *The Manufacturing Confectioner*

PART II

Rapidly growing is the list of candy manufacturers who are, for the first time, stressing the importance of humidity control in all departments of production. E. A. Sanstrom of Walter Baker and Company, Inc., leading producer of chocolate stock, expressed this opinion in the October 1940 issue of *THE MANUFACTURING CONFECTIONER* in these words:

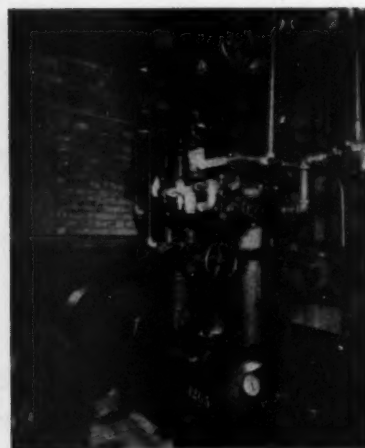
"Cooling alone is of considerable importance, but safe conditions are not obtained unless the humidity is also controlled. Under conditions of high humidity, even in a cool location, it is possible that condensation will be formed which, at the least, will cause formation of sugar crystals on the chocolate surfaces and, if the conditions of high humidity are of any long duration, there may be danger of mould. In addition to these reasons for controlling both humidity and temperature, there is the fact that chocolate improves with a period of aging,

in both working characteristics and flavor. This aging must take place under the best possible clean and sanitary atmospheric conditions".

Other newcomers to dehumidification (air drying in contradistinction to air cooling) include: The Ohio Confection Company of Cleveland; Miller and Hollis, Inc., of Boston (who dehumidify the make-up air to the 45°F cooling tunnels surrounding the four exit belts from hand-dipping lines in order to prevent moist air infiltration and too rapid icing of the refrigerating coils); the Howard B. Stark Candy Company of Milwaukee (which has reported a silica gel installation to facilitate caramel wrapping, and totally eliminate moisture condensation on wrapper or goods by maintaining a condition of 40% relative humidity irrespective of outside conditions); and the Goelitz Confectionery Company of Midland Park, New Jersey (who have also had experience with gas-filled dehumidification equipment in



Left—Finished-goods storage warehouse of Walter Baker & Co., which has been completely conditioned. Note ducts at upper right. Below: Compressor unit which supplies the cool air for this storehouse.





Hand-dipping room in the plant of Edgar P. Lewis & Sons, Inc., Malden, Mass. Presence of many workers in this large room at peak periods offers a special "conditioning" problem.

facilitating the manufacture of their specialty, candy corn). In following pages will be described in greater detail, dehumidification air conditioning installations which have solved major production problems for a firm in New England; the Up-to-Date Candy Manufacturing Company of New York City; Edgar P. Lewis & Sons, Inc., Malden, Mass.; and Durkee-Mower, Inc., of Lynn, Mass. These companies have cooperated in supplying photographs, case history data and other information with regard to their expanding usage of independent dehumidification, and the writer takes this opportunity to thank all four producers for their help.

**30% Humidity in Starch Room,
40% for Hand-Dipping—One Test**

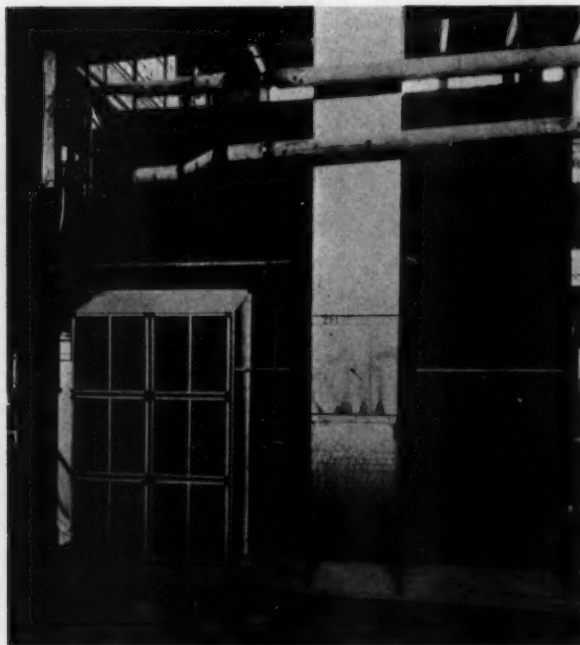
At the one New England plant, five gas-filled silica gel dehumidifiers were employed during the summer of 1939—three No. 5R continuous Bryant units serving the starch room and the mint-dropping room, and two No. 14R units serving a large hand enrobing and wrapping room in conjunction with mechanical refrigeration. This plant has, further, commented on the possible desirability of applying independent dehumidification in the caramel room. Here it would be beneficial to keep the dew point below the temperature of the water which chills the casting slabs.

In the starch room a relative humidity of 30% and a temperature near 70°F was maintained during the 1939 test. After centers, cast creams, or other starch goods,

are cast in starch molds, the moisture-absorbing qualities of the cornstarch protect the pieces on every surface except on the top exposed circle. It is at this exposed surface that the candy will become gummy if humidity conditions are not carefully controlled. Further, after the starch molds are broken in the mogul machine, and the centers freed, these centers may absorb moisture on all surfaces, and stick together unless relatively dry atmospheric conditions prevail. Finally, it is indicated that the starch itself remains in better condition and



Caramel room of an Eastern factory for which installation of dehumidification is contemplated to control condensation of moisture on the goods.



Left—One of three maximum-size gas-fired silica gel dehumidifiers serving the machine coating and hand dipping room at the Edgar P. Lewis & Sons plant. Right—Dehumidification unit which controls the moisture conditions in the nut and pan rooms of the Edgar P. Lewis & Sons plant.

gives longer service if handled, and kept in a dehumidified room. An unusual feature of the starch room installation tested by the manufacturer in point was that the three dehumidifiers themselves were suspended from the ceiling on I-beams in an adjacent room, so that they needed to occupy no valuable floor space. Water-chilled cooling-coils interposed in the dry air duct between the dehumidifying units and the inlet register to the starch room, maintained the 70° dry bulb temperature (which is, incidentally, not so important as the 30% relative humidity condition developed by the dehumidifiers). The plant engineer notes that:

"Correct 'gloss' on cast centers, creams and mints is the best index of proper humidity conditions the piece going dull if humidities get too high. Obviously, air conditions are much too wet if the candy becomes tacky on the surface".

The mint-dropping machines were also located in the air-conditioned area. The sensitiveness to moisture of the gloss on mints is similar to that on cast centers and creams.

The hand-dipping room was maintained at 40% relative humidity with a dry bulb temperature between 62 and 68°F. The correct coolness was found imperative to rapid freezing of a not-too-thick chocolate coating; the correct dryness was necessary to prevent sugar bloom and changes in the working condition of the chocolate by moisture absorption. Here extreme dehumidification was not necessary, and, therefore, the two units were sufficient in size to handle the very large hand-enrobing area, as well as an adjacent machine wrapping space. Refrigeration was, however, both important and considerable, and, therefore, compression refrigeration equipment was used in conjunction with the dehumidification. The water-coil air cooler in the outlet duct from the dehumidifying units simply reduced the sensible heat load on the refrigeration equipment and

took advantage of available cold water to make possible the specification of smaller and less expensive mechanical refrigeration apparatus. By putting the dehumidifiers ahead of the mechanical refrigeration equipment, the load on the compressors was reduced and there was no ice formation on the refrigerant coils.

In the caramel room, the six caramel casting tables are cooled with water at a temperature of from 40 to 78°F, depending upon the time of year. Dehumidification is being contemplated for this room so that the dew point will never drop below 35°F, and allow water to be condensed upon or be absorbed by the goods. The decision will rest upon the company's production schedule and an analysis of the severity of moist-weather conditions which may be expected in the area.

At the Up-to-Date Candy Manufacturing Company, New York City, gas-fired independent dehumidification has been adapted in an unusual manner to: (1) the seven cooling belts from hard candy machines, (2) the hard candy sorting tables, and (3) the hard candy packaging operations—all in one large room, 45' x 35' x 11' high. During the September to December peak, this company produces 60,000 lbs. per day of hard candies, sold in bulk under the trade name of "Up-to-Date" and in fancy packages and jars under the name of "Arden". The seven lines handle 5,000 lbs. of goods per hour, which, on an annual average, represents one-half to one-third of the plant's production.

The most unusual feature of this installation is that the dry air delivered from the continuous activated alumina dehumidification unit using heat to reactivate the desiccant is delivered to the distribution ducting at 28% relative humidity, and is subsequently cooled by cold water coils to 65°F. This extreme degree of drying and cooling is effected so that part of the air may be conducted directly to the cooling belts and

thrown down upon the candy at 65°F, while the remainder is reheated to 78°F by steam coils before being discharged into the room for the general space air conditioning. Narrow ducting just below the larger main ducting carries this extra-cold air (unreheated) to the distribution ducting which is located over the two cooling-belt lines. Special cold-air jets are manifolded to the ducting over each cooling belt, and drop vertically down to direct the cold air through a fish-tail nozzle within one or two inches of the traveling candy. Another extra-cold air discharge jet descends vertically to a cone-type nozzle for the direction of extra-cold air over one sorting and screening table.

This over-cooling of the air and its subsequent reheating is feasible only because the manufacturer has on his property a 200 gallon-per-minute well delivering 56° water. After the reheating, the main quantity of air, supplying the room proper through narrow registers just below the ceiling level is discharged at a condition of 78°F and 35-40% relative humidity. The large fan for distribution of this major quantity of conditioned air is powered by a 5 hp motor—the dehumidifier drive itself consuming only 10 hp. Further, part of the air at 35-40% relative humidity and 78°F is recirculated through 10 filters without again going through the dehumidifier. Thus, candy dust is removed.

The firing of the dehumidifier itself is both by steam and by gas. During heavy production shifts when steam at 105 lbs. is available for plant heating and process uses, steam supplies the heat necessary continuously to reactivate the activated alumina in the dehumidifier. At other times, when steam is not available, city gas is burned to operate the unit. Obviously, this hard candy cooling, sorting and storage room must be air conditioned 24 hours a day, so that moisture cannot creep in over-night and gum up the yet unpacked production of the previous shift.

As a result of the installation, A. Tehel, production manager, says:

"The operations in this room have never been shut down since air conditioning was installed, whereas previously 10 or 15 days per year of interruptions were necessary during certain adverse weather periods. October and November were previously the dangerous months. Seldom were bad humidity conditions encountered in mid-summer. Further, the air conditioning has eliminated a great deal of sticking in the cooling belt machinery, and on the trays".

Finally, by packing its 35 lb. hermetically-sealed tins of satin-finish goods in a dehumidified room, insurance against candy stickiness is permanently attained—through periods of shipment, storage, and handling, right up to the point of opening in the retail store.

Up-to-Date has used two tons of refrigeration air conditioning in its carton-packaging room for many years—but recent experience with independent dehumidification in the operations above described has demonstrated the limitations of this installation where no separate control over humidity conditions is practicable. Although this refrigeration air conditioning machinery may be in full operation and hence, the carton-packaging-room temperature well under control, there are occasional humid days on which the packaging machinery will gum and stick. Experience in the separately dehumidified hard candy room has been entirely satisfactory in every particular, even on those days when carton-packaging-machine troubles were encountered in the refrigerated room.

(To be concluded)

Editors Visit Chicago Quartermaster Depot

Editors of the newspapers and business press of Chicago were guests of the Quartermaster Corps of the U. S. Army on September 2, when about 30 representatives of the press spent the entire day in conference with executive officers of the Quartermaster Depot, Chicago. The morning was devoted to a tour of the entire establishment, covering about three city blocks. Electric warehouse tractors were used to provide motive power for specially-equipped trucks on which the representatives rode through the buildings. After the inspection trip, the press was treated to a typical enlisted man's luncheon. The afternoon was given over to a discussion forum during which the Army's buying policies were thoroughly reviewed for the benefit of the industries served by the newspapers and business journals. Among other things, the group saw the Subsistence Laboratory and were invited by Lt. Col. R. A. Isker to examine and taste the ingredients of the various emergency rations developments under his direction in the Laboratory. There was a unanimous agreement upon the flavor and eating quality of the chocolate bar which is a unit in Ration D. No candy other than the ration bar is purchased at the Chicago depot.

Chain-Store Type Buying For Post Exchanges

The War Department's Morale Department recently opened an office at 111 Eighth Avenue, New York, where all buying of beverages, tobacco, and candy will be done, according to an announcement. The office is under the direction of Col. Frank Mansfield. The new buying headquarters marks a departure from former Post Exchange buying practice in that all buying will now be done at a central point whereas formerly, individual post exchanges bought from suppliers calling on them or located in their immediate vicinity.

July Sales Continue Upward Trend

Sales of confectionery and competitive chocolate products by manufacturers were 16% greater in July, 1941, than during the same month of 1940, according to figures released by the Department of Commerce. Sales during the first seven months of 1941 were 15% higher than for the same period last year, indicating that the industry is improving upon the gains registered last year, when the sales for the first seven months of 1940 were only 9% above the total for the same period in 1939. The decrease in sales between June and July was 5% this year. Average value per pound of all types of products sold during July 1941 as compared with 1940 rose from 14.4 to 14.8 cents. Package goods showed an increase of 3 cents in the same period.

Stover Named Trustee Of Small Business Group

Russell Stover, head of Mrs. Stover's Bungalow Candies, Kansas City, Mo., has been named to the board of trustees of the National Small Business Mens' Association, it was announced recently upon the resignation of Dewitt M. Emery as president of the organization and the election of Monroe Shakespere, manufacturer of fishing reels, as the new president.



THE *Manufacturing* RETAILER



A "Standard" Retail Assortment?

What ought it to contain?

by G. A. EDDINGTON

If you were called on to develop an assortment for sale in all parts of this country, what would you specify as to pieces, wrapping, delivery, etc?

CANDY is candy to most people. Yet, it is a well known fact in the confectionery business that tastes for certain types of candy differ in the matter of types of candy preferred in one area as compared with another. The south with its pralines, for instance. This candy has never gained much popularity in the northern regions. However, down South, particularly in the New Orleans region, pralines are a favorite; have been for years. The virtue of this candy is that it is less affected by weather conditions than many others; but it is also a very good eating candy.

Over a period of years, the candy industry has given consideration on several occasions to plans for inaugurating some kind of telegraph system like that in the florist business, for sending candy by wire. To date nothing practical has come out of these proposals and it is not too likely that the idea ever will become as important to the candy customers, even if it is eventually inaugurated. One of the reasons is this difference in taste in different areas. Another is the uncertainty over what kind of box will be delivered at the point of delivery. Still another is the individuality of the retail candy manufacturers, for it will be this type of manufacturer who will make the telegraph candy idea "go" of it ever does get under way. Each retail manufacturer has built up a following of trade through some individual characteristic in the goods itself or in the manner of presenting it to the buyer. Is this manufacturer going to sacrifice that individuality for the sake of doubtful orders coming to him from distant

points by wire, at Christmas or other candy selling seasons? This is doubtful.

We have never made a study of the telegraph system in the florist trade, but it would be fairly safe to wager that most people wire flowers to friends in three circumstances: death, marriage, illness. In the classification of "most people" we include the common, ordinary people—not the very rich, not the theatrical folk—just the "man-on-the-street" type of people who, so far as the candy business is concerned, account for the great bulk of candy volume over a year's time. The three occasions listed are, in my opinion, the most important factors in the telegraph-flowers system.

Obviously, all three of these occasions must be ruled out in any consideration of candy by wire. Sickness and death are serious occasions; candy is a gift, for joyous occasions. Marriage is a joyous occasion, but somehow it just doesn't seem appropriate to send a gift of a five pound box of candy to the bride and groom in lieu of more practical gifts. On the other side of the picture, of course, we have occasions when candy is most appropriate: Christmas, birthdays, anniversaries, etc. Perhaps these occasions could be built to greater importance for candy-by-wire through proper promotion. At any rate, this is going to be interesting to watch, some day.

In thinking about candy by wire, every candy maker has no doubt cogitated upon the type of assortment he would make up in one, two, three and five pound units, if he were called upon to evolve something that was



George A. Eddington

"standard" in all retail shops all over the country and could be used in connection with a "candy-by-wire" system. The florist has much more leeway in cases where he is called upon to "deliver \$2 seasonal bouquet to Joe Blow at City Hospital." He chooses from the flowers that are seasonal in his part of the country, makes up a bouquet worth \$2 according to his price standards, delivers them, and that's that. The flowers arrive, they look good, they smell good, and they last as long as most flowers will under proper conditions of light, heat and moisture.

It is different with candy. There is no strict uniformity. A piece of fudge made in one shop may taste different from the same piece, made with the same formula, in another shop. However, that isn't so important, for under the telegraph system of delivery, the candy reaching the consignee will, in most cases, be the same candy he would buy ordinarily, for it comes from a shop in his own neighborhood. But if your retail shop were to receive a wire stating "deliver \$2 standard assortment to Joe Blow at City Hospital," what would you as the candy maker put into that assortment? What would govern your choice of pieces and flavors? How would you decorate the box? What would be your method of delivery?

I believe every retail shop has what it calls a "standard assortment." This may vary in different shops and in different locations, but in all shops and in all regions there are certain pieces which definitely belong in what is ordinarily called a "standard" assortment. Without giving too much thought to the whole idea, my own "standard" assortment (1 lb.) would be about as follows:

Raspberry, strawberry and vanilla creams, chocolate butter creams, vanilla butter creams, honey nougat, Roman punch nougat, chocolate coated caramels, chocolate-coated almonds, several crispy pieces (chips), several jellies, or double cast pieces, one or two mints, a couple of special pieces like cast butterscotch and maple cream together, or cast butterscotch with ground orange peel, a couple of almond paste pieces, and for appearance in the top layer, two dipped fudge pieces in foil cups.

This assortment could be made in advance and be ready for instant delivery on any occasion when candy was appropriate, and in any season. If the original customer required delivery of so-called "kitchen goods," the assortment would have to be made up from seasonal goods the shop is featuring at the time the order arrived. In summer the assortment of "kitchen goods" would probably contain some bon bons, cast creams with strong flavors, jelly wafers, crystallized mints, kisses of the "salt water" type, several wrapped hard candies, some cream fruit squares, some stand-up caramels as well as wrapped caramels, licorice sticks, coconut pieces, and nut pieces (like nut goodies, etc.)

Now as to the package itself. My conception of a system through which candy orders would be taken in one place and delivered by wire in another includes also some standardization of packages to be used for different occasions. I would want a distinctive package for birthdays, another for special holidays, another for anniversary occasions, etc. Perhaps the most practical idea would be to standardize on the size and shape and materials of each box unit (1 lb., 2 lb., etc.) and then on a supply of standard wrapping and decorative materials by means of which any of the standardized boxes could be assembled for any occasion. For big holidays (Christmas, Easter, etc.) special holiday units would, of course, be both practical and satisfactory.

However, to expect the shops in all parts of the country to carry a prescribed stock of special boxes for all occasions would be expensive and unreasonable. The idea of carrying a standard stock of boxes and decorative materials by means of which that standard box could be made to fit any occasion would reduce the cost materially, and would also tend to call attention to the system through which this service was made possible. Perhaps the box covers would carry a special emblem, but even this would not be necessary if the service were properly merchandised to the public at large.

The system of delivery under a candy-by-wire set-up might be the great stumbling block so far as the retail manufacturers are concerned. So far as I know, no retail candy shop has a house-delivery system. They have trucks for servicing their individual stores, where more than one store is operated, but nothing for delivery to the homes. In larger cities this would not be much of a problem, for most bigger towns have a for-hire house delivery service available. Where such delivery service is not available, the retail shop might be forced

(Turn to page 26, please)

September Special Rum Toffee

- 10 lb. white "C" sugar
- 10 lb. corn syrup
- 1 lb. coconut butter
- 2 gal. cream (20%)
- 1 lb. coconut butter
- 2 lb. sweet butter
- 4 oz. salt
- 4 oz. rum flavor

Put on fire and cook to a good, hard ball. Pour on slab. In taking the batch from the kettle, be careful not to scrape the kettle too much, else you may start a grain. Cool and cut into pieces about $1\frac{1}{4}$ in. x $\frac{1}{2}$ in. Wrap in cellophane or waxed paper. This is a fine early Fall piece, for the bracing rum flavor is in keeping with the cool and bracing evenings and days which come in late September and early October.

California Almonds--

Story of scientific development

by JAMES McGUIRE

Because of the short almond crop this year, the California Almond Growers Exchange has instituted a two-fold program for the protection both of the almond buyers in various markets as well as of the growers who belong to the organization. The available supply will be apportioned to trade outlets on the basis of past years' performance. Also, a price-control system will be put into effect so that the future market for the California almond may not be jeopardized by exorbitant prices during the present short-crop year.

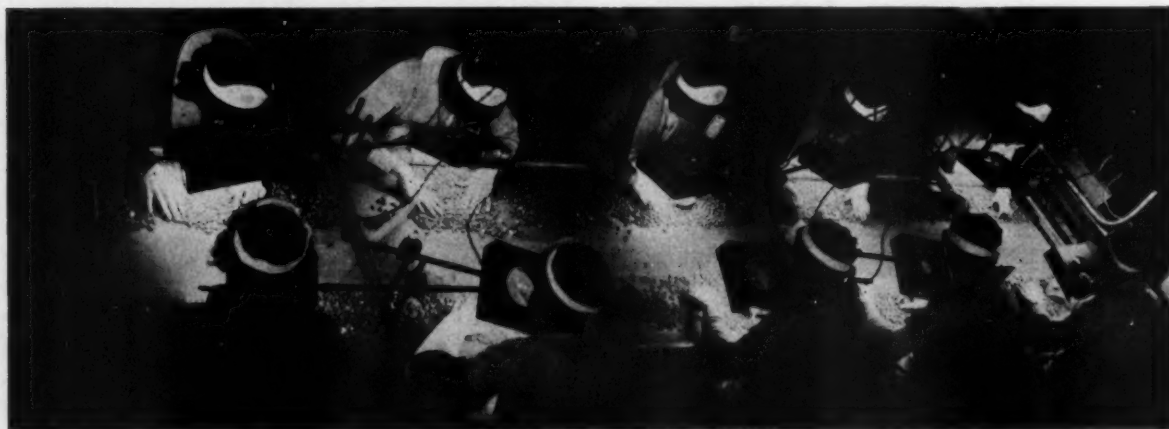
CULTURALLY speaking, the California almond has advanced amazingly since the first commercial plantings were made in the latter half of the last century. In the early days of the industry, there were about 150 varieties grown in the state. A great many of these were undesirable types that were not suited to either the grower or the market. At this time Milo N. Wood, nut culturist of the United States Department of Agriculture on the west coast, and one of the foremost authorities in the world on the culture of the almond, began what proved to be revolutionary research work to improve the quality of Cali-

fornia almond production. In these endeavors he was ably assisted by technicians of the California Almond Growers Exchange, who coordinated his findings, with grower and market needs and research.

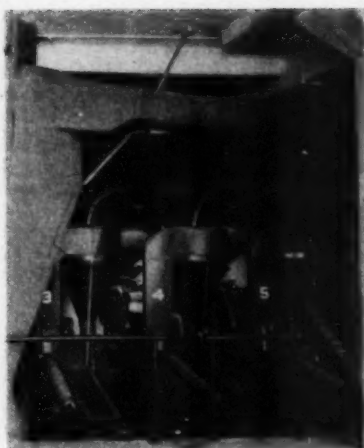
The first step towards the goal of superior quality California almonds was to eliminate the undesirable varieties grown in the state as fast as possible and to increase production of the best types. Orchard studies of the best varieties were conducted to develop data on yield, blooming period, ease of production, pruning, harvesting qualities, resistance to insects and diseases, soil requirements,—to name the major

factors considered. Market research was then brought into play to determine the value of both foreign and domestic varieties, from the standpoint of processor and consumer needs. Since there existed a large market in the candy trade, particular attention at that time was given to the requirements of manufacturing confectioners.

In all, several thousand seedling trees were put to the test to ascertain the ones that were outstanding. After the completion of all these extensive studies, it was definitely known which varieties were best for the grower, the manufacturing trade and the consumer.



"In addition to the usual hand-sorting, shelled almonds are frequently subjected to an inspection under illuminated magnifying glasses." Scene of this operation in plant of California Almond Growers Exchange.



Three of a battery of five almond cracking machines in plant of California Almond Growers Exchange.

A comprehensive publicity and personal contact campaign was then initiated in each producing district. Growers were advised which varieties to eliminate and those types that should be cultivated because of high quality and market desirability.

What is the condition today, several decades after this intensive campaign to put the California almond industry on a high quality basis? Practically all the inferior varieties have been eliminated from California almond orchards! In the last several years, carefully compiled statistics show that inferior varieties have amounted to only 5% of the total California production. In other words, 95% of the California almond crop today is composed of high quality almonds! Tests have established the fact, moreover that California can claim it is producing almonds superior to varieties imported from abroad.

Milo N. Wood, in cooperation with staff members of the University of California, is conducting scientific breeding experiments looking to the development of further outstanding varieties. This work has already been successful as two new varieties of considerable merit have been developed and selected from several thousand hybrid trees on the University's experimental orchard at Davis, California. Both of these varieties are proving resistant to insect pests and diseases, and are being planted on many orchards throughout the state.

An important contribution to the present excellent quality of California almonds has been made by the grower himself. Proper orchard practices are as essential to quality production as the planting of de-

sirable varieties. California growers have adopted approved cultural methods. Prior to 1920, for example, there was practically no irrigation in almond orchards in California. Irrigation has been increased to a very considerable extent from year to year. As a result the nuts now produced are of a much better grade.

There have also been great improvements in soil selection, cover crops, spraying, fertilizing and other phases of cultural technique. In fact, the California almond grower of today is following a systematic all year around program.

Although the California Almond Growers Exchange is primarily a marketing organization, its functions are much more comprehensive than the yearly sale of the crop, since the background of a sound marketing program is composed of many complex factors. The Exchange is continuing to assist the grower with his cultural problems by cooperation with the U.S.D.A. and the University of California College of Agriculture.

Far reaching research work has been conducted at the huge almond shelling plant of the California Almond Growers Exchange at Sacramento. The plant itself is the largest and one of the most modern and sanitary nut shelling and processing properties in the world, constructed at a cost of approximately \$1,000,000.

In the early days of the California almond industry and before the advent of the California Almond Growers Exchange, California almonds were sold in the shell only. With the establishment of the Exchange this was all changed, emphasis being given to cracking operations since there was an extensive year-round shelled almond market in this country.

To develop satisfactory shelling equipment was no easy task. In the first place there was nothing comparable anywhere as a model—that is, for operations on the scale contemplated by the Exchange. Today the Sacramento plant house excellent equipment especially designed for almond processing. Much of the machinery was developed by D. R. Bailey, present general manager of the Exchange, who, prior to his promotion to this position, was for many years superintendent of the plant.

Processing activities at the plant embrace the preparation for market of in-the-shell, shelled almonds, and manufactured products. In all these

boost hard
candy sales...

IMITATION BUTTER FLAVOR

Boost your hard candy sales with Imitation Butter Flavor Extra Concentrated—the flavor that has proved its success.

For years, enthusiastic users of flavors throughout the country have ordered thousands of pounds of Imitation Butter Flavor Extra Concentrated. Sales have soared beyond expectations, and today the demand for this flavor is greater than ever.

Capitalize on this flavor-appeal by using it for your hard candy. Order soon for increased hard candy sales.

Factory
Products
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Oil Redistilled
Oil of Cassia
Redistilled
Oil of Clove
Ethyl Oxide
Hydrate

Imitation Butter Flavor Extra Concentrated is strong, stable, and meets Lueder's exacting standards. It is compounded of the finest aromatic products.

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Lueders
&
Co.**

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510 N. Dearborn Street 56 Main Street
MONTREAL, CANADA, 361 Park Royale

operations, rigid quality and sanitary standards are observed. In fact, product standardization through accurate grading is one of the outstanding accomplishments of the Exchange.

Almonds in-the-shell are mechanically graded to size and then hand sorted for appearance. Distribution of in-the-shell merchandise has increased considerably in the last several years, especially since the introduction of the attractive one pound "consumer" package.

By far, the most extensive activity

in the plant is the shelling operation as between 65% and 70% of the crop is sold as shelled almonds. Exchange shelling capacity exceeds 100,000 pounds of almonds a day. Shelling equipment has been perfected to the point where less than 3% of the kernels are chipped in the cracking process.

Shelled almonds are hand sorted by experienced women operators who remove broken, inedible and other off grade material. The whole meats are then mechanically sized and graded to a count-per-ounce basis, with a spread of two kernels for each count. Thus, the Exchange is able to meet the demand of confectioners for any size nut required.

In addition to the usual hand sorting, shelled almonds are frequently subjected to an inspection under illuminated magnifying glasses to provide an extra check that no shells or foreign substances are present in the meats.

Exchange manufactured products have increased the use of almonds in various trade outlets. Most of these are a result of research carried on by Exchange technicians. An entire floor in the plant is devoted to the manufacturing department. Here products such as blanched, sliced, diced, splits, roaster and salted al-



RUM

for your

Hard Candy - Cream Work

In Fall, your candies must have that extra "punch" to inspire jaded appetites. If your candies need a bracer, the tang-y crispness of J.B.L. RUM packs a one-two wallop that assures repeat orders. It's a "natural."

Write for Working Sample

James B. Long & Co., Inc.

CHICAGO NEW YORK

818 N. Franklin St. 415 Greenwich St.

monds are prepared for the institutional trades.

By dint of years of patient efforts, the California almond industry has come to the fore as one of America's most scientifically operated agricultural enterprises. This article has been a brief attempt to outline the



Shelled almonds pass through these mechanical graders and then are hand-sorted by experienced women operators, who remove broken and off-grade nut meats.

salient features in the story of achievement that is now a part of the industry's record in America. On this firm foundation the California almond industry looks forward with confidence to its ability to meet the needs of the American trade and consumer. The rich rewards that have come as a result of these pioneering efforts are a tangible incentive to future progress with the qualitative feature a constant guide and standard. The California almond industry represents an investment of over \$30,000,000, and gives employment to almost 30,000 persons.

LETTER TO THE EDITOR

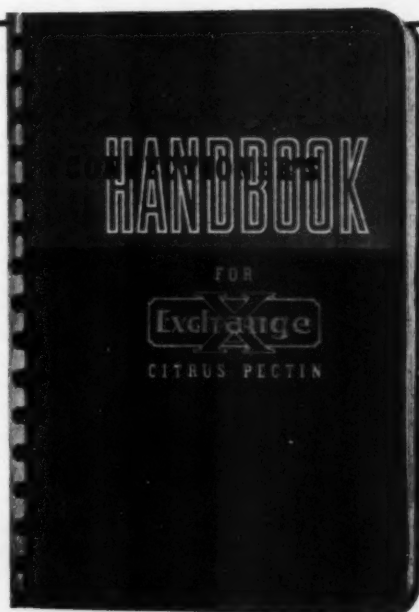
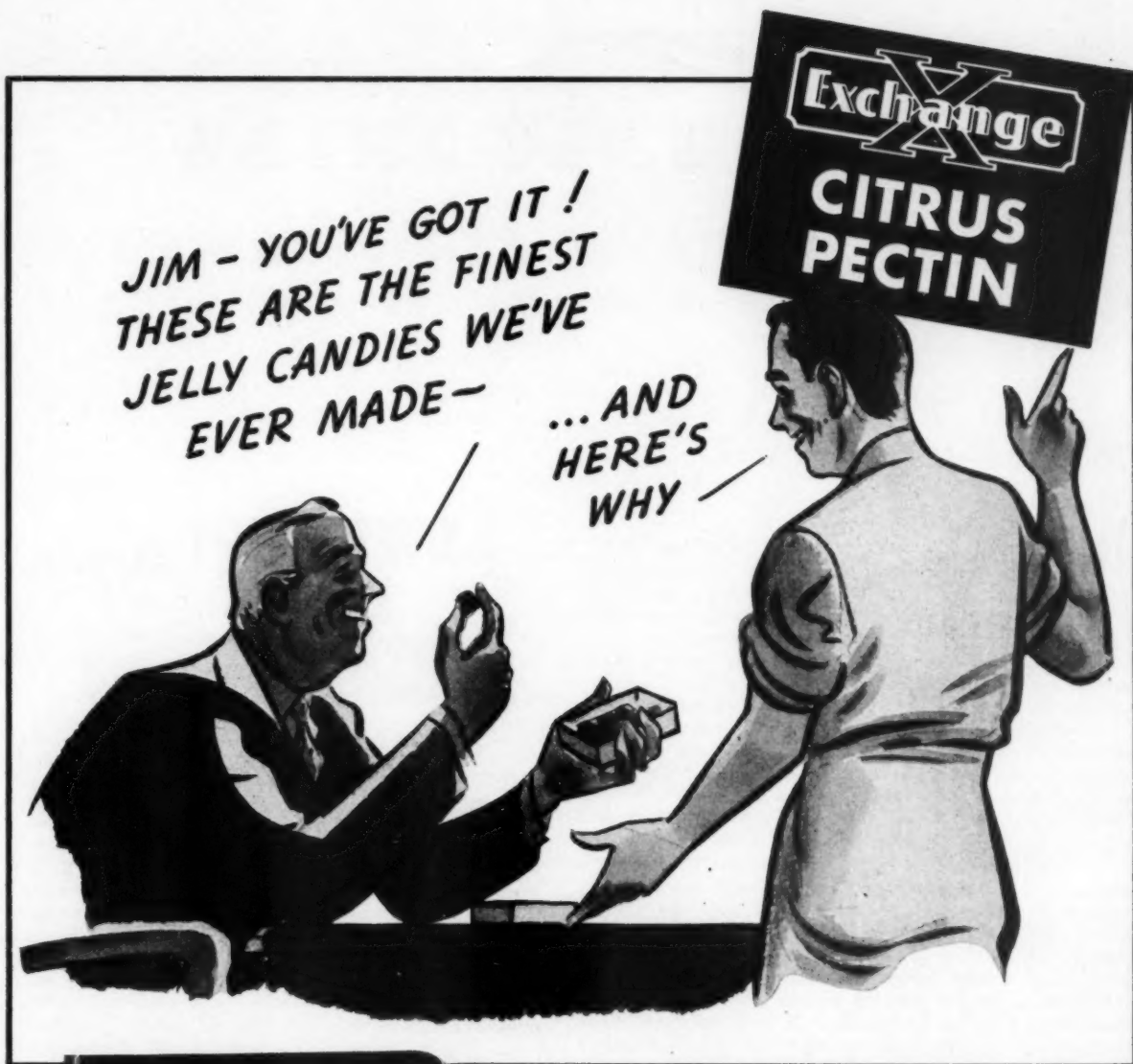
Whey Caramels

I was very much interested in K. E. Langwill's comparisons in your August issue, of the four types of caramels on which analyses were made. I thought the whey caramel compared very favorably with the other types and certainly had some advantages in nutritive value. While whey solids cannot replace skim milk solids in caramel, they can be substituted entirely for milk solids in fudge. In fact, a Chicago concern which has been interested in the use of whey in candy feels that sweetened condensed whey produces a better fudge than can be made with skim milk. However, the matter of price seems to be of great importance in the use of whey solids in candy. It is not possible to produce solids suitable for use in candy much cheaper than skim milk solids can be produced. Therefore, unless we can show that whey solids are superior to skim milk solids, the introduction of this product may be somewhat retarded. Cost figures on Langwill's four types of caramels would be of considerable interest from this standpoint. However, I do not expect the No. 4 whey caramel would have an appreciably lower cost figure than the other samples. It all depends, of course on the price taken for sweetened condensed whey.

If at any time problems involving the chemistry of milk products and the use of these products in candy come to your attention, we will be glad to hear about them.

(Signed) B. H. Webb,

Bureau of Dairy Industry
U. S. Dept. of Agriculture



You can recognize the quality difference every time in jelly candies made with Exchange Citrus Pectin—and so can your customers. It makes a world of difference in brilliant appearance, smoothness of texture and fine flavor — whether made cast or slab. That's why Exchange Citrus Pectin is preferred and everywhere recognized as the "Standard." And you are sure of a constant supply, because California oranges and lemons are harvested every week in the year.

Send today for your free copy of the Confectioner's Handbook, giving all latest Exchange Citrus Pectin formulas. Write now to Division 20

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PRODUCTS DEPT., ONTARIO, CALIFORNIA

Branch Offices

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EDITORIAL

To Workers in Candy Plants

WITH our country hitting top speed in defense work, there is a strong urge upon candy plant workers to throw up their jobs for work in industries operating directly in the defense effort. High wages and the opportunity to earn more over a period of time are the main attractions. This trend has not yet reached dangerous proportions in any area, but at least a few individual plants have had added to their already myriad of perplexities the extra worry over an adequate supply of capable, trained workers to carry out their production program. And this at a time when our industry is entering upon its heaviest production season.

Candy workers, if you are motivated by pure patriotism to get into defense work, there isn't anyone in the world who will stand in your way. But if the profit motive, the chance to "earn better money," is your prime reason then you will want to give this whole subject a lot of thought before you make the switch. And if, finally, you do make the change, you ought at least to give your employer sufficient notice of your intention, to enable him to replace you. Don't just quit without telling anyone. This is a supreme discourtesy and it often leads to losses in time, materials and money—which are economic losses not only to your recent employer but to the country as a whole.

The candy industry is neither the highest-paying nor the lowest-paying industry for labor in our country. From the standpoint of employability, it is becoming one of the steadiest year-round users of labor. It is less affected by wars, business failures, bank holidays, stock market crashes, crop failures, etc. than many other American industries. It is the first of all industries to feel the impact of rising national income. Improvements in lighting, air conditioning, sanitation, and employee health, and many other progressive steps taken by the producing units in behalf of their workers, have gone a long way toward making the candy factory an ideal place to work by comparison with many other factories. Candy factories are in line with many others in providing recreation for workers, reducing accidents and hazards, providing insurance against accident and illness, instituting profit-sharing plans, and giving the worker a voice in the every-day administration of the plant. Finally, in providing for America's sweet-tooth, the candy worker is engaged in the most pleasure-giving, customer-satisfying job of all the thousands of jobs open to him. If you don't think so, watch little Mary's eyes the next time she comes out of the candy store.



What candy workers should remember is that, at best, the chances for high earnings from defense work are temporary. Our present furious production pace will come to a jarring halt someday. Suddenly! There'll be little warning. Little man, what then? Will you expect to be taken back to your old candy factory job? You can hardly expect that, for others will have been trained to replace you. Further, if an acute situation for the industry has been created by wholesale transfers to better-paying jobs, this may result in complete shut-downs of some factories which in turn reduces the number of places to which you can return for a future job. Finally, since the long hours and strenuous demands on your energies permitted in plants working on defense orders may have taken the best out of you, you may no longer be fit for work in a candy plant.

To workers in candy plants we say: "Stay put." This defense prosperity era is temporary. There are only a few key men in candy plants whose value to defense industries is such as to impose upon them a patriotic duty to offer their services to the armament program. The rest of you are not rendering a patriotic service by jumping to defense jobs when by so doing you upset your fellow workers, cause unrest in the industry; when you pile additional economic problems on your employers already neck-deep in worries imposed by governmental regulations, taxes, and priority restrictions; when you cause work stoppages and, as has happened in some cases, complete revisions in production schedules because you failed to notify your employer of your intention to leave. Labor occupies a stronger position today than ever before in America's history. It has a made-to-order opportunity during this emergency to show whether it "has the stuff" to merit its present position of strength. Upon its conduct during this emergency period will depend its entire future in the next generation of American economic life. Think it over.

Production's Up—Sales are Up!

With production and sales running over 15% ahead of last year, you cannot afford bottle-necks or costly overhead expenses in your operating scheme. Lick 'em both with a CURRIE

AUTOMATIC STACKER FOR METAL AND WOOD STARCH TRAYS

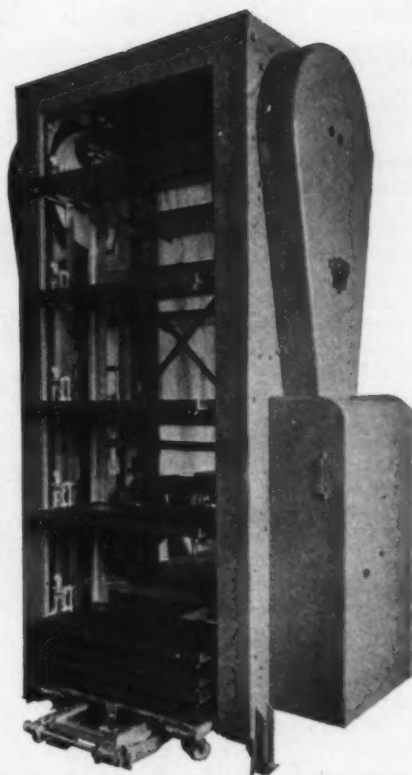
This Automatic Stacker has already demonstrated its capacity for efficient and trouble-free operation in some of the best plants in the country. It can do a job for you, too, especially in view of its labor-saving features.

MANUFACTURERS
of
STAK-EZY
STEEL
STARCH TRAYS

Let us work with you on your problem of stacking and conveying. Ask for our booklet describing the Stacker, then forward your specifications at once. This equipment can be installed in your line in a few hours after it is delivered.

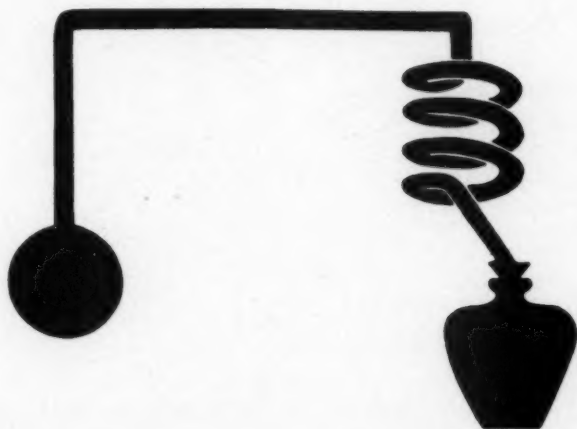
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CHICAGO 1837 W. Grand Ave. ILLINOIS



For FLAVOR • AROMA • STABILITY

Try



"Baja Brand"
Oil of Lemon
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NEWS OF THE SUPPLY FIELD

EQUIPMENT • MATERIALS • MARKET INFORMATION • FIRMS • PERSONALS

Merckens Chocolate Co. Holds Annual Sales Meet

All sales representatives of the Merckens Chocolate Company met at the home office in Buffalo, N.Y., for a three-day conference to discuss events and plan for the future. The meeting was held during the week of August 18. The conference also gave the men an opportunity to see the improvements made in the company's production facilities during the past year, and to get a preview of the additions to the plant, work on which has just started. On Thursday, August 21,

all visitors joined with the home plant employees for the annual picnic. Some 500 employees and guests attended. Merckens representatives who attended the conference included O. P. Sanders and R. B. Rice, from Boston; R. E. Chumasero, Jr., Bernard Wurm, Leo J. Marsullo, Otto C. Precht from New York; D. M. Handler and Charles Smith from Chicago; Harry C. Nuss from Philadelphia; B. E. Beach from Los Angeles; and William E. Merckens and Claude L. Kingsley, attached to headquarters. In reporting the conference, August Merckens, president of the company, indicates that a note of optimism was evident on all sides and good business is anticipated.



August Merckens

Filter Aids in Reclaiming Candy Syrups

A new unit designed to use modern filter aids and which will reclaim candy syrups and sugars faster and at lower cost with more uniform quality than any other equipment on the market, is being offered by the Sparkler Manufacturing Co., Mundelein, Ill. In announcing this new syrup filter, A. C. Krecklauer, president of the company, points out that it has a number of advantages including cleaner operation through having completely enclosed filter plates; finer quality and color absorption, easy cleaning; economy through use of less filter aids, and ample capacity from 250 to 2,000 lb. The filter is also available with a steam jacket to prevent crystallization of the sugar in the filter at the end of, or between, runs. Full information can be obtained about the application of this unit to your special requirements.

Merck Six-Months' Earnings Up

Merck and Company, Inc., Rahway, N. J., manufacturers of food chemicals and vitamin products, report for the six months ending June 30, 1941, net earnings, before allowances for taxes and other adjustments, of \$4,775,407. Net income, after income and excess profit taxes and other special reserves amounts

to \$1,591,073, or \$1.45 a share on outstanding common stock. Directors have declared a dividend of 25c. a share on the common stock, payable October 1, to holders of record September 19, and the regular quarterly dividend of \$1.50 in the cumulative preferred stock, also payable Oct. 1 to holders of record on Sept. 19.

Fritzsche Bros., Inc., New York, announce the appointment to its purchasing staff of Kenneth W. Tracy, former purchasing agent of the Richard Hudnut Co., effective as of August 1. He will be associated with H. P. Wesemann, Fritzsche's director of purchases and recently elected vice president, in his new position.

Corn Products Plant Holds Community Day

The Argo (Ill.) plant of the Corn Products Refining Co. held its 3rd Annual Community Day on August 27. The event is an "open house", and attendance this year was stimulated by the declaration of local holidays in the villages of Argo, Summit and Bedford Park. About 3,000 persons from these villages and other points as far as 50 miles away visited the plant. The mayors of the villages joined Plant Manager W. T. Brady in meeting and greeting the visitors, while company employees conducted them on two-hour tours through the plant.

Sid Liggins, who has covered the Southern States for Blanke-Baer Extract and Preserving Co., St. Louis, Mo., for many years, was forced by failing health to take a rest of several weeks. Word has just been received that Mr. Liggins passed away on Sept. 3, at Leslie's Sanatorium, Red Boiling Springs, Tenn., where he had gone to recuperate.

Merck Man Receives Chemical Society Prize

The American Chemical Society's \$1000 prize in pure chemistry has been awarded for 1941 to Dr. Karl A. Folkers, assistant director of research in the Merck Laboratories, Rahway, N. J. Dr. Folkers, born in Decatur, Ill., in 1906, was chosen in recognition of his "contributions in the field of organic chemistry, including erythine alkaloids, vitamin B6, catalytic hydrogenation and primidines. Dr. Folkers received his degree of bachelor of science from Illinois in 1928.

Candy manufacturers who are troubled by rat infestation of their buildings will be interested in a brand new trap developed for use in industrial areas. Features of the new trap are that it was developed after three years of study of rat habits, that it kills the rodent quickly, and eliminates all necessity of handling of the trapped animals or of the trap itself. The trap's operation is entirely different in operating principles from anything heretofore developed for this purpose.

STAR PERFORMANCE!



CONFECTIONERS CRYSTAL THREE STAR CORN SYRUP
CONFECTIONERS STARCHES
CERELOSE, PURE **DEXTROSE** SUGAR

★
CORN PRODUCTS SALES COMPANY
17 BATTERY PLACE, N. Y. C.



SUGAR IS THE FOUNDATION *of* **R&R SPECIALTIES**

ROSS & ROWE
75 VARICK STREET
NEW YORK, N. Y.

WRIGLEY BLDG.
CHICAGO, ILL.



Starch Moulding of Candies

"Behind Douglas Starches"

For 21 years Penick & Ford have served candy manufacturers. The same firm that has made Penford Corn Syrup famous, and whose research developed Confectioners C (thin boiling) Starch stands behind Douglas Moulding Starches.

Penick & Ford offer manufacturers two kinds of moulding starch, each developed specially for candy work:

Douglas Special Moulding Starch is designed for "new trays" or when an entire new batch of starch must be put into operation or a complete replacement of old starch is made. It is a "preconditioned" starch so conditioned that it may be put into immediate moulding use satisfactorily.

Douglas Regular Moulding Starch is for use in replacing the normal starch losses from regular moulding.

A number of good tips on starch moulding are contained in our bulletin "Seven Basic Formulas". Have you sent for your copy?



EDDINGTON—

(Continued from page 17)

to send out its own help to make the delivery or pay a special messenger. This would, of course, cut down on the profit of the sale, unless the delivery charge could be passed on to the original customer.

Frankly, my own opinion is that it will yet be some time before a practical candy-by-wire system is worked out. Yet, such is the nature of the American people that previous failure along a certain line doesn't discourage the intrepid promoter from trying again and again. That is the American way. It is this "try-again" spirit which has brought our great industrial and scientific development. Over a period of 20 or 30 years, this "candy-by-wire" idea has cropped up a number of times, each time to be beaten back by discouragement and failure. It will come up again and again. And eventually somebody is going to find the answer. Don't ask me whether such a system will be good for the candy industry as a whole. I don't know and I doubt whether anyone else does. You cannot predict in these matters. At the same time, you cannot keep from giving thought occasionally to some of the problems involved in this oft-tried idea. My own thoughts happened to be on the kind of candy to make for use in such a system. Your thoughts on the subject may evolve around other phases. I think the candy will be the most important item, and some of the other details mentioned, of minor importance. It's an interesting subject, intriguing in view of the apparent success of the system as applied to delivery of flowers. The retail manufacturers will without doubt give careful consideration to the subject each time someone comes forth with a new proposal on it.

More Milk Than Ever.

Dept. of Agriculture Says

An all-time record of milk production on U. S. farms was set for the first six months of 1941, according to records published by the Dept. of Agriculture. Production was about 5% greater than for the first half of 1940 and amounted to nearly 60 million pounds for the half year—59,813 million this year as compared with 57,084 million last year, says the Agricultural Marketing Service. In the face of increased production, domestic and industrial consumers of milk are expecting, and getting, higher prices, since a great portion of milk production is going into processed and manufactured goods for England under the lend-lease program.

Production Club Golf Tourney Big Success

The 11th Annual Golf Tournament staged by the Chicago Candy Production Club at the Kildeer County Club, August 15, went into the records as another successful event, according to George P. Goebel, secretary of the club. Weather was ideal, and over 200 were in attendance with 193 participating in tournament play. Some 120 players took home prizes of one kind or another. Scores being based on blind bogey, the experts as well as the dubs all shared in the prize awards. Arrangements for the tournament were capably handled by R. N. Rolleston of the General Candy Co., H. J. Thurber of Thurber Brokerage Co., and John E. Clark, of Lamont, Corliss and Co.

CONFECTIONERS' BRIEFS

"Sweetest Day" Stickers Available from Cleveland

According to word just received from W. M. Hinson, secretary of the Cleveland "Sweetest Day" committee, stickers are available from the Lichty Printing Company, 648 Huron Road, Cleveland, Ohio, for those who are planning to participate in the event this year. Twenty-five thousands sets of window and door stickers have been ordered and some 15,000 sets are already on order. Each set consists of four stickers. Small stickers for use on company stationery are also available, but these do not come with the sets. In New York, the "Sweetest Day" Committee is headed by William Kimberly, who reports that plans are already underway to give the "day" a special tie-in with our Armed Forces in training. Strong customer appeals will be built around the idea of sending candy to army conscripts and navy and air force enlisted men.

Altman and Kuhne Set-up Bought by Devale Group

The Candy manufacturing and retail business of Altman & Kuhne, New York, have recently been sold to a group headed by Walter S. Devale, an Argentine, well known in financing and export circles in Buenos Aires and New York. Mr. Devale, who last year resigned as a partner of the Alliance Trading Co. and Trueworth Department stores of Johannesburg and Cape Town, South Africa, confirmed recently that he had purchased the business and will continue the quality and merchandising policies of the original company. Exclusive retail distributors are being appointed in all larger cities throughout the U. S., similar to the Altman & Kuhne departments in several stores in New York and elsewhere. Personnel of the new company includes Mr. Devale as president, Emil Altman as store manager, and Ernest Kuhne as factory manager.

Brown & Haley Obtain Favorable Trade Mark Decree

Brown and Haley, manufacturing confectioners at Tacoma, Washington, obtained the benefit from an injunction decree given recently in the U. S. District Court for the Northern District of Northern California, southern division, whereby Golden State Co., Ltd. is forbidden to use the trade mark "Almond Roca" on ice cream which does not contain the candy confection of Brown and Haley's manufacture known by the same name. The infringement complaint was filed by Brown and Haley in March of this year.

E. C. Sandhop, for 23 years credit manager for Bunte Bros., Chicago, died August 25. Surviving are his wife and three children.

Sweets Co. of America Building Plant Addition

Ground was broken late in June by the Sweets Company of America for a new three-story concrete and steel building and penthouse which will substantially increase the company's present capacity to well over

for September, 1941

NO
CHOP

NO
MOP

NO
FLOP



FUNSTEN PECANS

NO CHOP 17 select graded sizes. A grade and size for every confection requirement.

NO MOP Curing methods developed by us keep moisture content low. Sweeter, fresher pecans.

NO FLOP Special processing keeps Funsten Pecans fresh. Crisp, flavorful, good color.

For good taste and good business, use FUNSTEN PECANS. These fine, sweet nuts are a compliment to good candy making. So economical, too, because of low moisture content. Fewer pieces, shivels and siftings reduce sorting and inspection costs. Order from your jobber or write us for name of nearest representative.

50 years experience concentrating on exclusive production of finer pecans. The large, modern Funsten plant represents the last word in efficiency and sanitation.



R.E. Funsten Co.

1515 DELMAR BLVD.

ST. LOUIS, MO.

**NO
RANCID OILS**
in this
COFFEE FLAVORING

The undesirable elements that stale coffee and, in turn, stale the products they enter, have been removed from Barrington Hall Instantly Soluble Coffee. Here's a pure coffee that is *always fresh!* Use Barrington Hall for flavoring. Write for particulars.

BAKER IMPORTING CO.

NEW YORK MINNEAPOLIS

132 Front St. 212 N. Second St.

BARRINGTON HALL
QUALITY Coffee
100% pure

New!

DIPPING GRAPES

Concord Flavor

Popular Flavor

Delicious Taste

Economical!

For sheer delightful eating nothing surpasses these Blanke-Baer Grapes dipped in fine chocolate.

Write for Sample

BLANKE-BAER
EXTRACT and PRESERVING CO.

ST. LOUIS, MISSOURI

100,000 lb. of candy daily. The plant is at Hoboken, N. J. The new structure is to be finished before year's end. It will add 37,600 sq. ft. to the company's existing plant a four-story building with approximately 100,000 sq. ft. of manufacturing area. The new building will house the executive and general offices; shipping and packing departments, and the laboratory, now all located in the old building.

Children Like Chocolate Best, Survey Shows

In a poll of children between the ages of 8 and 13, conducted by the Reed Candy Co., Chicago, results showed that for candy chocolate flavor ranks highest, with butterscotch next, and caramel, third. Boys, it was indicated by the poll, like butterscotch almost as well as chocolate, but girls showed a very decided preference for chocolate. Other flavors achieved the following percentages in the poll; Cherry, 9%; peppermint, 8%; orange, 6%; vanilla and licorice, 4% each; maple, 3%; and wintergreen, 2%. The Reed poll is conducted through summer camps, Y. M. C. A's, Sunday Schools and children's organizations all over the country and incorporates all income brackets. In the poll on candy flavors, questionnaires were given to 1000 children who were selected from 10,000 who participated in a previous poll.

LaSalle Street Figure Joins Candy Company

Active in LaSalle Street financial circles for 19 years, A. Ralph Rettig recently announced his retirement from the financial business to enter an entirely new field with Martha Washington Candy Co., Chicago. Mr. Rettig was formerly manager of Hait, Rose and Troster, and more recently was with Farwell, Chapman and Co.

Betsy Ross Candy Shops, Indianapolis, Ind., filed suit recently for receivership in the Marion County Probate Court on behalf of Mrs. Josephine B. Doud, founder of the business. John S. Lloyd has been appointed receiver and will continue the business in cooperation with Mrs. Doud and Raymond Doud, her son.

Food Selection Shifts, Agriculture Survey Shows

People eat about the same total quantity of food now as they did 30 years ago, but the composition of the dietary has changed, the U. S. Agriculture Department

notes in a recent bulletin. Consumption of wheat and other cereals, potatoes and apples, beef, veal, and tea declined, says the Bureau of Agricultural Economics, but consumption of vegetables (other than potatoes), citrus fruits, sugar, poultry, eggs, milk, manufactured dairy products (especially ice cream), edible fats and oils (other than lard and butter), cocoa and chocolate, and coffee has increased. Going back less than 30 years, candy consumption figures issued annually by the U. S. Department of Commerce in collaboration with the N.C.A. show that candy consumption is rising steadily. At the present it is approximately 17 lbs. per person per annum.

Sidney Goldberg has been named New York representative for Trudeau Candies, Inc., St. Paul, Minn.

Lurie Heads Shotwell

Lester J. Lurie has been appointed general manager for the Shotwell Manufacturing Co., Chicago, Ill. Mr. Lurie was formerly vice president of the Pioneer-Atlas Liquor Co., Chicago.

Jacobs Candy Company, New Orleans, which was liquidated earlier this year, has been reorganized and is now under new management, with a group of New Orleans business men heading the executive staff. H. S. Butterworth is the new president; H. D. Bannister is vice president and general manager, and Charles N. Monstedt is secretary and treasurer. The Jacobs Candy Company was formerly owned by a group of Huey P. Long satellites, including Seymour Weiss, Dr. James Monroe Smith and Monte Hart.

John H. Montgomery, secretary of Fritzsche Bros., Inc., New York, N. Y., has returned to his desk after a prolonged absence from his duties occasioned by illness and a major operation.

New Edition of "Chemical Formulary" Now Ready

The 1941 edition of "Chemical Formulary" (Volume V) is now ready for distribution, according to announcements made by the Chemical Publishing Co., Brooklyn, N. Y. The book is compiled by a staff of experts under the direction of H. Bennett, F.A.I.C. The new book is said to cover all the newest developments in industry and covers every conceivable product. There are special chapters on Beverages, Drugs, Emulsions and Dispersions, Foods, Paper, Soap and Cleaners, etc. Formulas in the new edition are entirely different from those in previous volumes.

for September, 1941

Performance!

In Belting, it's performance that counts. BURRELL builds PERFORMANCE into its

9 BURRELL Stars

- ★ CRACK-LESS Glazed Enrober Belting
- ★ THIN-TEX CRACK-LESS Glazed Belting
- ★ White Glazed Enrober Belting
- ★ Batch Roller Belts (Patented)
- ★ Feed Table Belts (Endless)
- ★ Cold Table Belts (Endless)
- ★ Carrier or Drag Belts
- ★ Cherry Dropper Belts
- ★ Innerwoven Conveyor Belting

Proven ability to "take it" has placed BURRELL Belting in, practically all Confectionery Plants. Why not yours?

"BUY PERFORMANCE"



413 S. Hermitage Ave., Chicago, Ill.

CITRIC ACID
TARTARIC ACID
CREAM OF TARTAR
SODIUM CITRATE



Manufacturing Chemists

CHAS. PFIZER & CO., INC.

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THE STANDARD

SPEAS

CONFECTO-JEL

A Complete Pectin Product for Making Jellied Candies

READY to Use NOTHING to Add

SPEAS MFG. CO. KANSAS CITY, MO.

REPRINTS OF ARTICLES

Reprints are available of a number of articles which have appeared in **THE MANUFACTURING CONFECTIONER**. They compose a large portion of the current literature of the Industry. Many manufacturers find them suitable to accompany sales messages and also to add to their library of information on the candy and chocolate industries.

Now available are the following:

Improved Methods in the Manufacture of Fondant Goods
By H. S. Payne and J. Hamilton, Carbohydrate Laboratory, Bureau of Chemistry, U. S. Dept. of Agriculture 20c

The Purpose of Conching Chocolate
By Robert Whympster and Charles Shillaber20c

The Manufacture of Marshmallows
By George J. Shaler25c

Fat or Lean Coatings?
By Robert Whympster10c

Candy Maker's Place in Manufacturing for Retail
By George A. Eddington10c

Quality Caramels on a Volume Production Basis
By Talbot Clendenning10c

Whey—New Raw Material for Candy
By B. H. Webb, Dairy Research Laboratory, U. S. Dept. of Agriculture10c

Vitamins in Confectionery
By Norman F. Kennedy20c

THE MANUFACTURING CONFECTIONER
400 West Madison St. Chicago, Illinois

Flavor Situation

by **PERCY C. MAGNUS***

Magnus, Mabee & Reynard, Inc.
New York, N. Y.

I cannot imagine selling confections without flavoring. I cannot conceive of consumer satisfaction without the taste sensation completely satisfied. I am convinced that all of the skill of your manufacture, packaging and advertising, marketing, and otherwise, would be futile unless our products, essential oils, concentrated flavors, etc. are available and used with utmost precision.



P. C. Magnus

For months before the actual outbreak of hostilities, we suppliers saw most vividly the "hand-writing on the wall." With the assurance that the present catastrophe could not be averted, substantial stocks were laid in, heavy requirements were anticipated and trial "balloons" were set up for new sources of supply, which we hoped and knew we could, and would develop.

Another striking example of the connection between the War-God Mars and the peaceful pursuits of commerce, lies in romantic China. We can tell you now with assurance that those who are dependent upon oils anise and cinamon cassia, for at least some few months to come, will be amply and sufficiently supplied without any forseen interruption.

Some few years ago the Citrus Industry on the Pacific Coast, in combination with many important Essential Oil importers, realized the value of domestic manufacture and the patronizing of our own American industry. The results of our efforts are well known, for today, even though the rest of the world is embroiled in conflict, we are following the process of production and are supplying your industry with what we now consider one of the finest flavors available—California cold pressed oil orange, in full conformity with the United States Pharmacopoeia.

To further fortify our position, we were successful in interesting the citrus growers in Florida. There are now obtainable, in addition to the Californian cold pressed oil, fairly substantial supplies of the Florida cold pressed product, which, in the opinion of many, is equally as good as the western oil, and in some cases preferred.

This, therefore, assures you of a normal supply of Oil Orange without any interruption because of lack of ships, priority rights, and other features with which you are acquainted when imported oils are 100% involved. It is my opinion that Italy will never regain her trade routes on these commodities.

Formerly, we were entirely dependent upon Italy for our supplies of Oil Lemon but again American ingenuity presented itself and we are now producing in California one of the finest Oil Lemon the world has ever known—fully recognized in the

*Resume of N.C.A. Convention Address

United States Pharmacopoeia XI, and available in quantities not only sufficient to supply domestic demand, but foreign markets as well.

Both types of limes are used in your industry, namely the distilled and the expressed, the former being more popular and in greater demand, produced, up until recently, chiefly in the British West Indies, available now in fairly substantial quantities, with some hindrances and ties by reason of the world war. By reason of our proximity to Mexico, we ventured to present to plantation owners of thousands and thousands of acres of Lime trees, the advisability of developing the American market for the Oil. We have been successful and today Mexico finds one of her chief industries to be the distillation and expression of Lime Oil from the Mexican Limes, in some quarters considered possibly slightly inferior to the West Indian, but in the majority of cases it is found that satisfactory results can be obtained. California has found that in addition to the production of Oils Lemon and Orange, that Limes can be successfully produced. The industry is now engaged in some very careful and thorough experiments, and there is procurable at the present time a limited quantity of the Californian Oil Limes distilled and expressed. Just a side comment—I might mention that there is produced in India a limited amount of Oil Limes, which formerly went to the London market, but since the world war some of this material has found its way into the United States, and it is quite satisfactory, and of good quality.

The Chinese have anticipated conditions and have consigned to their banking connections in this country, for sale to their important customers, substantial quantities of both Oil Anise and Cinnamon Cassia. In addition to this, we importers have, as stated, anticipated our requirements and are holding huge inventories on both these products. Just how long stocks will last, how long commerce will flow uninterrupted between China and the United States—one guess is as good as another, but we do feel that present stocks on spot, afloat, and ready for shipment, will be quite sufficient for some time, unless the unexpected happens. Unfortunately, to the best of my knowledge, there is no domestically produced Oil Anise or Cinnamon Cassia, but rumors point to the fact that possibly our neighbors in South America are experimenting and pioneering along these lines, and it would not be surprising to learn that oils were available in commercial quantities. Do not have full assurance along these lines, however. But South America and the United States of America are constantly on the alert to experiment and pioneer in order to reach a point where manufacturers in America will be entirely independent of foreign markets on as many products as we possibly can.

Ever since the inception of our industry in the United States, we have never been dependent upon our foreign friends for supplies of Peppermint. The United States has always grown the finest of Peppermint Herb, and the finest of Oil has been distilled and yielded therefrom. It is fair to say that we will never be without a quantity of Oil Peppermint to supply our demand.

Oil Spearmint, not as popular in the confectionery industry as in the manufacture of chewing gum, is also produced in the United States. We need have no worry concerning this product, other than possibly a fluctuating market, but this undoubtedly, like in the case of many farm commodities, will be controlled by our Government.

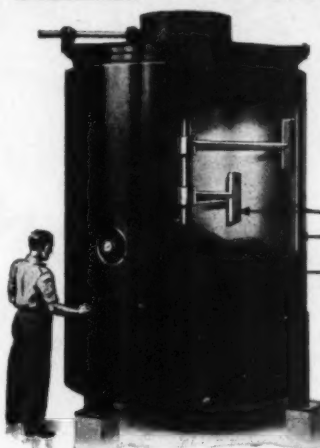
Let me invite your attention to the fact that while we were formerly dependent upon Japan for Menthol Crystals meeting the requirements of the United States Pharmacopoeia, our good friends in China have been shipping to the United States substantial quantities of a fine quality Menthol Crystals, which has been well received.

Further, we have produced a Synthetic Menthol which is of good quality and gives excellent results, and is fully recognized in the USP. Those, who have dealt in this commodity for any time, for any quantity, are well aware of its speculative nature and are undoubtedly seasoned as to when and where to buy.

Oil Eucalyptus is chiefly produced in Australia, huge quantities coming to this market year in and year out. However, South America has found its way into the production of very substantial quantities, and in addition to looking to Australia we also find that Brazil will be helpful in favoring us with our supplies.

Solve YOUR STORAGE PROBLEM FOR COCOA LIQUOR and CHOCOLATE

by installing the
**"LEHMANN"
STORAGE and
TEMPERING
TANKS**



CLOSE FITTING SCRAPERS
WATER JACKET
DIAL THERMOMETER AND DISCHARGE
PIPE ISOLATED FROM INFLUENCE OF
WATER JACKET

**CAPACITIES UP TO
18,000 LBS.**

according to requirement
Power required: 2-3 HP

4 IMPORTANT USES

1. Rapid cooling of chocolate coating.
2. Storage kettle.
3. Heating of cocoa liquor for press room.
4. For pre-cooling before continuous tempering machines.

These TANKS are provided with:

- Water-Jacket and Steam Diffusion Coil.
- Overlapping Scrapers at side wall and bottom to give efficient heat exchange.
- Stirrers to give the material a slight upward movement.
- Built-in Dial Thermometer in tank wall for quick temperature reading.
- Discharge Valve in center of conical bottom.
- Hinged Top Covers for easy inspection.

We welcome your inquiry

J. M. LEHMANN COMPANY, INC.
Lyndhurst, N. J. New York, N. Y.

SINCE 1897

HOOTON'S
CHOCOLATE COATINGS

ONE OF AMERICA'S
FINE CHOCOLATE COATINGS

HOOTON CHOCOLATE COMPANY
NEWARK NEW JERSEY

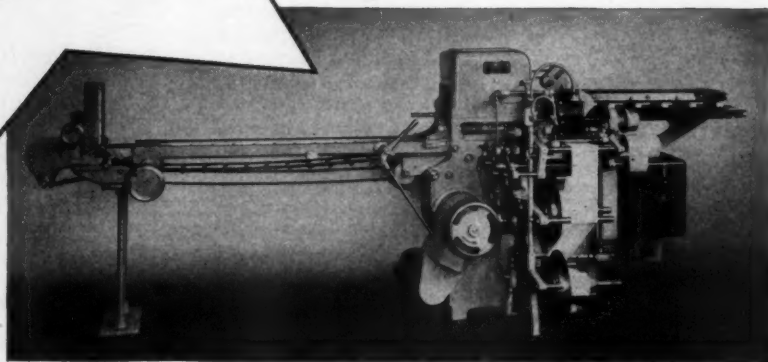
CLEAN MIXING KETTLES THIS EASY, LOW-COST OAKITE WAY!

TO REMOVE chocolate, baked-on sugar, cocoanut oil or other ingredients from your stainless steel mixing kettles thoroughly and quickly, here's a money-saving suggestion! Try Oakite Composition No. 63 or other recommended Oakite cleaning material. You will be amazed how deposits are removed . . . without long, hard scrubbing! Yes . . . Oakite cleaning helps you meet sanitary regulations more easily, at low cost. Write today for details.

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Representatives in All Principal cities of the U.S. and Canada

OAKITE *Certified* **CLEANING**

A STAR SALESMAN enters the CANDY FIELD



If you look at machinery from the sales as well as production angle, you'll see in the new DF a real star. The flawless wrap it produces gives goods on display that trim, outstanding appearance which is a definite selling aid.

The DF handles all bars — regular or irregular — and turns out a perfectly formed, uniformly sized package every time. Variations in the size, shape or texture can in no way affect the uniformity of the finished packages. The smooth box-like wrap it makes over any bar represents a great advance in bar wrapping. And a new "tuck-in" fold at the end of the bar helps make a neater, firmer wrap that will not come loose in handling, nor jam vending machines.

Quickly Adjustable, the DF wraps a great variety of sizes and shapes, and uses any of the currently popular wrapping materials. Electric Eye keeps printed wrappers in perfect register no matter how long the run. Speeds up to 115 bars per minute.

Illustrated are a few of the bars whose makers are "sold" on the DF — a new and better bar wrapper.

Write for our new DF folder giving full information.

PACKAGE MACHINERY COMPANY, Springfield, Massachusetts
 NEW YORK CHICAGO CLEVELAND LOS ANGELES TORONTO
 Buenos Aires, Argentina: David H. Orton, Maipu 231
 Peterborough, England: Baker Perkins, Ltd. Melbourne, Australia: Baker Perkins, Pty., Ltd.

PACKAGE MACHINERY COMPANY

Over a Quarter Billion Packages per day are wrapped on our Machines

Blocking for Sales Touchdowns

Who are the blockers and what do they do?

by BENJAMIN WOOD*

Managing Director of the Tea Bureau, Inc.

Candy sales are no different from other sales in the food stores. In that thought Mr. Wood's comment on merchandising is of equal importance to the candy sales executive

IN football it takes perfect co-ordination and a thorough knowledge of fundamentals to make a championship team. There is not much difference in the basic techniques of scoring touchdowns on the football field and scoring touchdowns in grocer sales.

We all remember Knute Rockne's great teams and Knute's insistence that all he needed to win games was a team that knew how to block and half a dozen running plays. There was no razzle-dazzle in Rockne's system. Perfect blocking told practically the whole story. You may wonder what blocking has to do with grocery sales. Using poetic license in this case, let us look at the grocery salesman as the coach and the food merchant as the captain of the team. In order to run a touchdown play, which means getting the product from shelf to consumer, the food merchant has to have perfect co-operation from his star blockers, which are: *Stock, Arrangement, Display, Price, Advertising, Turn-over.*

Let the assignment of any one of these be neglected and the play is a flop, with the product sometimes not getting beyond the line of scrimmage. If the grocery salesman and the food merchant have a well-coached team, there isn't much that can stop them from scoring touchdowns. The importance of the blockers' assignments, however, cannot be over-emphasized. I think all of us at one time or another have seen what seemed like a perfect

play being stopped in the last 10 yards by the one man left on the field who wasn't put out of the play. With this in mind, let's take a look at each of these blockers, in terms of your particular product or brand.

"Adequate Stock" Does Not Mean "More Merchandise"

Stock is the first one on our list. According to A. C. Neilsen's food index, 52 out of every 100 are "lost" sales because the wanted brand is out of stock, and 38 out of every 100 are also "lost" sales because the right size isn't carried. You can see that when this blocker isn't functioning the way he should, approximately half of the plays called don't click. So we certainly should begin with a consideration of adequate stocks. This doesn't necessarily mean more merchandise, but it does mean more emphasis on wanted numbers. For example, Sears-Roebuck one fall was staggered with its paint inventories, so it was decided to take stock of stock in the interest of net profit. Thirty-two colors were reduced to eight with 50% of the total sales of white. This streamlining was achieved with no loss in gallonage or dollar volume.

Let the management ask itself: Have we given our salesmen enough facts on which to discuss adequate stock and to develop model stocks which can be used to measure average stocks? The tea trade knows, as a result of Elmo Roper's proportionate sampling, that 8 out of 10 families in America use tea; that the actual per capita consumption is .7 of a pound; that 80% of U. S. imports are black tea, and just 20% green tea; that package preferences

are 51% on half pounds, 28% on one quarter pounds, 13% on pounds and that 12% of the total pack is in tea bags. This type of packaging has been coming fast in popularity. This gives you an idea of how important a player Stock is on the team.

Arrangement for Convenience Not Conducive to Sales

Next we come to our second blocker, Arrangement. Many a store still arranges stock with no thought to catch customers but just because it's convenient for the store owner to do it that way. Giving this blocker an assignment like that is just like telling him to sit out the game on the bench, and up-to-date merchandisers like Charles Low not only know this, but are helping food merchants by telling them how to get the most out of Arrangement. In the tea business, Mr. Low proves that a vertical arrangement of tea and coffee side by side means more sales than a horizontal alignment. Mr. Low has proved scientifically that the vertical arrangement slows down traffic and creates more shopping when the customer is forced to look up and down rather than left and right. As for price arrangement, he has demonstrated conclusively that the popular-priced tea should be on the shelf nearest to average eye-level, and that items on each shelf need not be exactly the same price. For instance, if a dollar tea stands opposite an 89c tea, the dollar tea may sell well. But it is certain that a dollar tea standing alongside of a 49c tea will *not* sell well.

Currently the A & P, the world's greatest tea and coffee merchants,

*Address delivered at Annual Convention, National Food Distributors Association, Hotel Sherman, Chicago, August 21, 1941.

are busy developing a new theory of island display for tea. This is a vertical display arranged by package size instead of brand. All A & P teas carry top billing, and then each size of all brands is stacked vertically. According to the Quaker Maid Division, this is done for "added customer convenience," and according to brand competition it is done for "added private label emphasis." The fact remains, however, that A & P are constantly thinking of planning new and effective ways for this particular blocker to add to the success of the play.

Display Carries Greater Burden in Today's Market

Now we come to perhaps the greatest of our blockers. Due to the growth of the super market which has concentrated retail sales in fewer units, Display must now carry a greater load than ever before. For this reason I will dismiss this great roving center type of blocker with two current observations. First of all, we must never forget that the philosophy which holds that "each one" is better than "this one" still works—not only with the customer but in the approach to the multiple unit or syndicate buyer. I think Kraft first perfected this philosophy with the Kroger Stores in Detroit. They proved that a sales table, displaying Miracle Whip and Country Club Salad Dressing, simultaneously developed more sales than a similar display of either Miracle Whip or Country Club Salad dressing alone. Obviously, this dual display built up buyer traffic because it gave both the quality and the price customer, the nationally minded and the private label buyer an opportunity to exercise a choice. This is always good selling technique.

In the second place, in analyzing displays for a product, it is important to review whether the product is a new or established item in the city or section, or even in the store under consideration. Points to keep in mind are: (1) Regular buyers of an item have no trouble identifying it. They recognize the label, but this does not apply to the prospective buyer; (2) The regular buyer will hunt for a price tag or ask. The prospective buyer will not bother; (3) The regular buyer will start out from relatively small quantities, but the prospective buyer needs a bigger and more dramatic push; (4) The regular buyer will buy on a basis of 2-for, 3-for, or even 10-for. The prospective buyer rarely does this; (5) The regular

buyer buys from the goods and price tag alone. The prospective buyer buys in greater numbers if the package is open or if there is a selling card of a selling line on the price tag; (6) The regular buyer will buy when only one item is shown. The prospective buyer buys better when a comparison in size, price or brand is offered; (7) The regular buyer wants larger sizes, while the prospective buyer often prefers a smaller unit. Keeping these points in mind our display blocker can be even more effective than usual.

Pricing, Especially Price-Raising, A Particular Job

The next blocker on our team is what you might call a more complicated job. *Progressive Grocer* says that 75% of all grocery sales are made from shelf stocks at standard prices. Certainly the psychology of Price on store personnel is greater than on the customer. Within a month, a top-flight chain removed the price tags from 50 items of greatest volume in their stores. Interestingly enough, no clerk or store manager or supervisor could properly reprice the list from memory. Elmer Roper's fact-finding substantiates this by showing that the public's knowledge of price varies directly with the frequency of purchase. With tea, for example, 87% of the buyers don't know how many cups of tea they can get from a pound (it's 200, compared to 45 for coffee) and about 50% haven't the remotest idea either of what they do pay for tea or what they should pay. But with the threat of inflation just around the corner and with price levels on food rising, let's think first about one of today's vital questions—How to ease a price up.

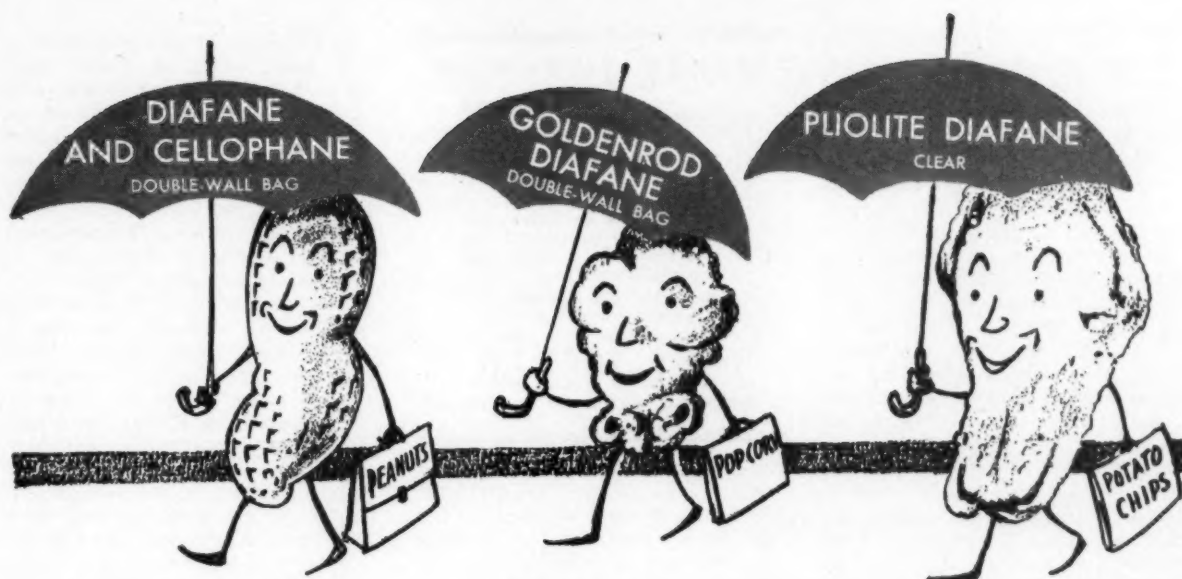
The First National Stores of Boston gave an outstanding demonstration when they began their great July iced tea drive. For many years First National teas have sold for 25c per ½ pound. In the heart of tea-drinking Boston, they felt their customers were thoroughly conscious of this, so they broke their big announcement copy offering two lemons with a ½ pound of Golden Rose Tea for 29c. Now obviously there is hardly a housewife in the country for whom two lemons would be sufficient. In delivering this two-lemon offer, the retail salesman had a made-to-order opportunity to sell up to six or a dozen lemons, and the profit on produce is long and good. But, in the meantime, they were conditioning their customers to

the 29c price on Golden Rose tea in ½ pound units. So when the sale was over the two-lemon offer was dropped.

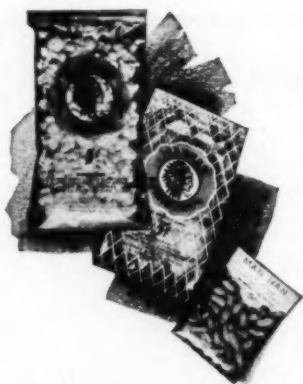
Another example of price technique is now being operated by the R. J. Reynolds Company. We are all aware that the package price of cigarettes is as well known as New York's nickel subway fare. But the carton price of cigarettes is a complete blank in even the greatest chain smoker's mind—and this in spite of the fact that the profit to the dealer is higher on the carton size unit. So Camel simply built a hexagonal pilaster about 18 inches high and suggested to the dealer that he build a cordwood display of Camel cartons around this simple fixture with emphasis on the full carton price. As you might suspect, the sale was a "WOW!" As a final commentary on price, we might give thought to what are known as "Stop and Go" prices. There are real express and local stops in price lining just as there are in subways. For example, the William B. Reily Co. of New Orleans one of America's greatest sectional roasters and blenders, has built its business largely on the intelligent use of premiums—dealer, salesman and consumer premiums. And they have learned that 29c and 39c are express stops; that 59c is a complete bust, though 89c is a honey; and that from there you might as well jump to 99c as far as price affecting sales is concerned.

Advertising Techniques Are Changing for the Better

Next we come to the giant tackle—Advertising, who has the power job on the team. No team has ever made many touchdowns without a good tackle and it is equally true that display and Advertising are two of the only ways any goods have been sold anywhere by any merchant. The third way would be demonstration. To date retail grocery advertising has not kept pace with national food advertising either in theory or in practice. And this spells opportunity for you. Few chain buyers of super operators know anything about the Advertising Research Foundation. And few chain buyers or super operators appreciate that reading traffic in advertisements can be built almost as surely as store traffic, provided that certain organized editorial yardsticks are followed. The ten best department store advertisements for the first six months of 1940 attracted



Go where Papers Grow!



● Riegel "tailor-made" packages have helped make these Manhan products fast and profitable sellers.

You might think that peanuts, popcorn and potato chips could all be put up in the same kind of package—specially when made by the same manufacturer—but it just doesn't work out that way. Protective requirements, packaging machinery, point-of-sale displays and cost allowances differ for each item, and must be varied greatly in order to secure volume sales, profitable sales and a maximum period of sealed-in freshness.

It's the same way with many other products. One company may even need a dozen different papers for a dozen different products—and Riegel can often supply them all. With over 230 standard lines to select from—and no favorites—you get the full benefit of Riegel's experience in solving countless packaging problems for others. Or if standard papers won't quite do the trick, our laboratories have shown a remarkable ability to create something new to order. Why not go where papers grow? Write us and investigate.

RIEDEL PAPER CORPORATION

342 MADISON AVENUE • NEW YORK, N. Y.

30% more women readers than the ten best examples of retail grocery copy, and you ask why?

Perhaps the answer to that is that the department store used more pictures—more continuity panels—more humor or cartoons—more balloons. Perhaps they used such shopping techniques as price, premiums or shopping news in a more interesting manner. Newspapers know that the picture page attracts more than 90% of both its men and women readers. They also know that the humor panel, the comic strip or the editorial cartoon develop an audience ranging from 2/3 to 3/4 of all readers by both sex or age group. And they know that you can add 20% to a food article's reader-traffic by adding a picture, and even that readership is increased if the picture interprets the food in terms of health or beauty.

In coming to Turnover, the last blocker on our team, we find that turn-over and profits are figured by two methods: (1) by the book-keeper's method, which is based on per cent and (2) by the merchant's method, which is to bear in mind that it is dollars and not percentages that pay the rent, remembering that even rapid turn-over can be profitable or unprofitable, and that slow

CANDY TIED WITH

More Sales

We have largest stock in the Middle West

Satin—Messaline—Tinsel—
French Chiffon—Novelty and
Printed Ribbons—Rib-O-Nit
—Ready-Made Bows and
Rosettes.

Immediate delivery—High in
quality—Low in price

R. C. TAFT CO.

429 W. RANDOLPH ST.

CHICAGO

turnover can likewise represent a profit or no profit. The old-timers here are sometimes too ready to feel that the key retailer knows all about turnover and its relation to profit. This is not always so. For example, Chain A developed some tests which showed that the gross profit on their tea sales was greater than the gross profit on their sales of all canned soup, or of canned tomatoes or of all glassed olives. We borrowed these facts from a divisional advertising manager, dramatized them, and this speaker then presented them to the chain's board of directors at the home office. He was given a

vote of thanks for divulging amazing new facts, which, of course, came from their own books in the first place. The catch was that their accounting system made no allowance for the multiplication of profit per case times the number of cases to get dollar profit.

Chain B, which can be numbered among America's three biggest, made a comprehensive study of net profit. Accurate cost accounting studies were made in hundreds of control stores on more than 50 major products. These studies showed that the net profit on tea was equal to the net profit on 18 average items. But in five years of work from coast to coast, we never found an officer, or a supervisor, or a store manager who knew this until our field men called it to their particular attention.

Chain C, one of the largest south of the Mason-Dixon line, cannot tell you today how much they sell of any given line. They are still operating on an accounting system which shows only their total sales in meats or in produce or in dry lines. The way to get the most out of this blocker is to keep in mind that he is the last man to protect the ball carrier. It is up to him to see that the last man on the opposing team doesn't prevent a touchdown.



**ALWAYS
DEPENDABLE**



IDEAL

WRAPPING MACHINES

The satisfaction of KNOWING that their wrapping machines will give EFFICIENT, UNINTERRUPTED SERVICE AT ALL TIMES is just one reason why candy manufacturers the world over prefer IDEAL Equipment. These machines, suitable for both large and small manufacturers, are fast, always de-

pendable and economical. The SENIOR MODEL wraps 160 pieces per minute; new HIGH SPEED SPECIAL MODEL wraps 325 to 425 pieces per minute.

Both machines are built for the most exacting requirements and carry our unequalled guarantee.

Write For Complete Specifications and Prices

IDEAL WRAPPING MACHINE CO.

EST. 1906

MIDDLETOWN, N. Y. - - - U. S. A.

CONFECTIONERY BROKERS

DONALD A. IKELER

2029 E. Main Street

KALAMAZOO, MICH.

Territory: Michigan

H. L. BLACKWELL COMPANY

P. O. Box 3040 — Sta. "A"

EL PASO, TEXAS

Territory: Texas, New Mexico and Arizona

"Candy Packaging"

Appears Four Times a Year

(February, May, August, November)

AS A

Reprinted Supplement

Write for Your Copies

**THE MANUFACTURING
CONFECTIONER**

400 W. Madison St.

Chicago, Illinois

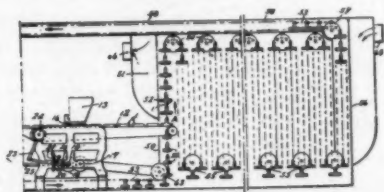
PATENTS

The following memorandum relating to Patents is made available through an arrangement with James Atkins, registered patent attorney, Munsey Building, Washington, D. C. The trade-marks were recently published by the U. S. Patent Office and, if no opposition thereto is filed within 30 days after the publication date, the marks will be registered.

2,226,890

APPARATUS FOR AUTOMATICALLY MOLDING CONFECTIONERY

Alonzo Linton Bausman, Springfield, Mass., assignor to National Equipment Company, Springfield, Mass., a corporation of Massachusetts. Application August 1, 1939. Serial No. 287,732. 2 Claims. (Cl. 107-3)



1. In confectionery machinery having a single machine with an intake station for receiving trays filled with solidified confection embedded in starch, an intake conveyor for movement of the trays in a step-by-step motion into the machine, means in the machine to dump the trays, refill the trays with starch, mold cavities in the starch, deposit confection in the cavities so formed and deliver the filled trays to a delivery station, said means including a delivery conveyor having a step-by-step movement for delivery of the trays to the delivery station; conditioning mechanism for receiving the freshly-filled trays at the delivery station and for conveying them to the intake station of said machine, while subjecting the trays and contents to a conditioning cycle, said mechanism comprising a conditioning chamber having a forward wall with two openings therein, one at the bottom and one at the delivery station of the machine, and a rear wall with an opening therein at the bottom, a duct connected to said last named opening and extending vertically along the back wall of the machine, then downwardly at the front of the machine to the intake station, and thence to the floor, a duct passing beneath the floor to the opening at the bottom of the forward wall of the chamber and arranged to pick up trays at the delivery station, and deliver them to the intake station, said conveyor passing in a series of laps to the back of the chamber between pulleys attached to the top and bottom of said chamber, then rising up said back duct, passing through said duct to the front of the machine and downwardly to the intake station and then to the floor and finally back through said duct under the floor to the bottom opening in the forward wall of the chamber.

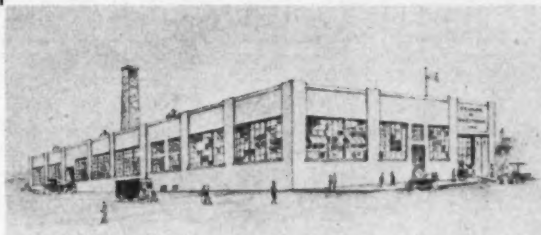
Daniel E. Maxfield, sales engineer with Stokes and Smith Co., Philadelphia, died September 1, after an illness of several months. He had been associated with the company's packaging and filling division since 1919.

A glue spreader for applying glue to labels and a moistening machine for wetting labels which already are on gummed stock has been announced by a firm in New York. The devices are designed to replace the old glue pot and brush methods of attaching labels to packages, boxes, etc. Use of the glue spreader is said to effect a quicker, neater job, at considerably less consumption of adhesive.

The 1942 Packaging Exposition and Conference will be held at the Hotel Astor, New York, April 14 to 17, it has been announced by the American Management Association, sponsors of the event. The announcement was made by Oliver F. Benz, vice president of the Associations packaging division, who is associated with E. I. duPont de Nemours & Co., Wilmington, Del.

for September, 1941

Home of Sweetone Paper Products



Plant of George H. Sweetnam, Inc., Cambridge, Mass.

"Specialists in the packaging field"

We Manufacture to Order

The Plant of George H. Sweetnam, Inc., is fully equipped to handle every kind of processing of paper stocks for the manufacture of candy box findings, from embossing your own trade-marked candy mats to special die-cutting.

We Stock Candy Box Findings

We can supply (usually immediately from stock) the following:

Candy Mats —(Flossine, Padsit, Decopad)	Chocolate Dividers
Dipping Papers	Boats and Trays —(Plain or Printed)
Shredded Papers	Layer Boards
Globular Parchments	Die-Cut Liners
Waxed Papers	Protection Papers
Embossed Papers	Partitions

Write for Samples and Prices

George H. Sweetnam, Inc.

282-286 Portland Street
Cambridge, Mass.



THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE

MACHINERY FOR SALE

FOR SALE: 24-inch Enrober, automatic steel mogul, 5-foot ball beater, 100 lb. Werner M. M. Beater, 400 lb. Werner cream cooler, steam Simplex Cooker, Werner Cream Breakers, 150-gal. gum drop kettle, 300 lb. chocolate melter, 6 revolving pans, motor-driven Dern chip cutter, Igou chip cutter, Ideal Caramel wrapper, model K kiss machine. Address Palmer Candy Co., Sioux City, Iowa.

FOR SALE: Racine pop machine with one set of penny rolls. Steam jacketed copper kettles, gas furnace with blower and motor, 2 ton Phoenix ice machine, steel slab rods. H. L. Feldman, 15610 S. Moreland Blvd., Cleveland, Ohio.

FRIGIDAIRE CANDY SHOW

Cases, Candy Factory Chairs, Time Clock, Display Jars, Display Racks, etc. L. C. Blunt, 1647 Blake Street, Denver, Colorado.

ONE 24 inch National Equipment Company's No. 3 decorator, which imitates hand stringing. **One 26 inch National Equipment Company's cherry dropper**, 1½ inch centers. Neither machine used but six months. Not adapted to owner's business. Prices very reasonable. Address H8418, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

STICK CANDY SIZER and twister.

Has four sets of sizers, two of them for a three-corner twist and two for the round stick candy; \$700 F.O.B. St. Joseph: Racine Ball Cream Beater belt driven machine, \$175 F.O.B. St. Joseph. Bausman Enrober Decorator, \$250 Cash F.O.B. St. Joseph: Sax Meyer Tying Machine, \$60 F.O.B. St. Joseph: Stimpson Stapling Machine Model 489, operates with foot pedals, \$25 F.O.B. St. Joseph: One Hobart Grinder ½ H.P.: Two Universal ½ H.P., 1750 R.P.M., 60 cycle, 110 volt grinders, table models, direct connected motors included. Address Chase Candy Co., St. Joseph, Missouri.

MACHINERY FOR SALE

BLANCHER: Jumbo whole peanut blancher in first class condition. Blanches 400 pounds per hour and yields 90-92% whole peanuts. This machine has been used very little, and for further details regarding price etc., write Superior Nut Co., Inc., 581 Rutherford Ave., Charlestown, Mass.

FOR SALE: Werner 100 lb. double action marshmallow beater, Savage Papoose marshmallow beater, 150-gal. single action gum kettle, 400 lb. Werner cream cooler, 24-inch enrober. Inquire Palmer Candy Company, Sioux City, Iowa.

FOR SALE: 1-5 ft. Dayton cream beater—direct drive with motor, in perfect condition with all new gears. Reasonable. Address E5413, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

THREE-FOOT Dayton Cream Beater for sale. Also 3-foot ball cream beater, 5-foot ball cream beater, 16" National enrober, Savage 40 gal. Marshmallow beater, Racine cream maker with 3 H.P. Mtr. Address D. B. Lewis Co., 3402 Avalon Blvd. Los Angeles, Cal.

FOR SALE CHEAP: 15 H. P. Vertical steam gas boiler complete with all fittings and automatic condenser unit, chocolate melters, 2-16" enrobers, Savage marshmallow beater with motor, Walthers peanut cluster machine with motor, Merrow cut rol machine, Mills power caramel cutter & sizer, Hildreth pulling machine, Racine sucker machine complete, 1 lot extra rolls, 2 steel water cooled slabs, 1 lot miscellaneous supplies and equipment. Address Love Manufacturing Co., Johnstown, Pa. son St., Chicago.

MACHINERY FOR SALE

MERROW CUT-ROL center making machine with motor. 300 lb. Chocolate melter with gas heater and motor. Read Vertical mixer D-80 size. Frigidaire 3-ton air conditioner outfit. Saxmeyer tying machine; Bond speed reducer 300 to 1 ratio, motor hooked on. Steel trucks, platform scale, wood and metal trays, packing and coating tables, conveyor equipment, cartons, wax paper, layerboard, etc. Disney Candy Co., Elizabethtown, Pa.

MACHINERY WANTED

FOUR FOOT ball cream beater in perfect condition wanted. Address 19411 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

FLOOR MODEL caramel cutter wanted. Address H8417, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

WANTED: Six revolving pans in good condition. Pay cash. Heller Candy Co., 11 West 42nd St., New York, N. Y.

ADJUSTABLE rolling or sizing machine, kiss cutting and wrapping machine, dip pop sucker machine or Racine sucker machine. Address H8412, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

WANTED: One Dreadnaught Friend hand roll machine. One late model 24-inch enrober, also automatic marker. Machines must be in A1 condition. Address Peacock Candy Co., 620 Second Ave., Des Moines, Iowa.

MACHINERY WANTED: Good condition used model S-1 Savage mixer and 4 foot F & B cream beater. Address I94016, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago.

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